

J Sakthi Ganesh,

Flat C, First Floor, Four Square's Ivory Apartments, 124, First Main Road,
Alwarthirunagar Annexe, Chennai – 600087.

Contact: 9884131743/ganeshjsakthi@gmail.com

Career Objective: Senior level sales and supply chain engineer looking for organizations with highly technical roles & responsibilities. Currently looking for opportunities for long term career and professional growth

Work Profile:

From Nov 2021 to date :

Area representative for Southern Region at EXIM and MFR Enterprises, Singapore – Location at Chennai.

providing quality-assured fasteners, electro-mechanical components, sleeveings/tubings, wires, wiring management accessories and C-parts to multinational manufacturers and equipment makers across diversified industries.

Since March 2019 – October 2021 : Sterling Fabory India Private Limited, T Nagar, Chennai – Key Account Manager- South Zone

Sterling Fabory India is a joint venture between Sterling tools Ltd, Faridabad and Fabory, Netherland into supply chain of fasteners. SFI follow VMI system to manage stock of fasteners at customer end.

- Developing business of fasteners in Automobile, Tier 1,mining, wind, electronics, compressor and other related industries
- Working on requirements of Steel, Stainless steel, Alloy steel and special size fasteners related to OEM
- Visiting customers related to mentioned industries on regular basis to discuss with their requirements& schedules
- Differentiating between project and scheduled customers to study the feasibility of supply
- Getting customers monthly scheduled requirement, preparing offer, negotiating for samples, schedules and order
- After confirmation checking with plant to maintain stock as per customer monthly schedule for dispatch
- Coordinating with plant for Quality requirements, platting, drawings, packing and timely dispatches
- Supporting customer with their technical requirement, part number verification and selection of right fasteners
- Finalizing rate contracts, purchase agreements and installing VMI Kanban systems at end users warehouse
- Receiving special fasteners enquiries from STL/TVS/DFL dealers, submitting them offers and following up for conversion
- Monitoring competitor/ local dealers market activities for new business and acting accordingly to convert the leads

Since July 2016 – February 2019 : Kirloskar Brothers Limited, AM- Industrial Distribution and Channel Management – South

Kirloskar Brothers limited is 125 year old company manufacturing centrifugal pumps and valves with five plants across India and Global headquarters located in Pune.

- Spearheading business of centrifugal pumps in Southern states for various application direct business or from dealer stock
- Visiting regularly to end customers in various industrial segments for introduction, new business and upcoming projects
- Receiving enquiries, selecting suitable product, submitting offer along with technical details and negotiating price
- Preparing commercial offer along with technical documents, getting approval from customer for finalization
- Using Dolphin selection software to select pump, Salesforce lightning to update daily visits and SAP S4/HANA for booking activities
- Responsible for Dealer stock business , visiting customers along with dealer and managing pricing deliveries and service
- Coordinating with dealers for policy approval, dealer portal management, marketing activities and monthly stock booking
- Organizing product presentation at customer, new product introduction and participating in trade exhibition along with dealer
- Resolving inter dealer issues, sorting out region wise enquiries as per dealer portal and giving customer best support from dealers
- Working with channel partners to complete their booking target, secondary sale of stock and giving incentives as per dealer policy
- Identifying new dealers to in untapped region either as B2B or stock business, converting them into long terms association
- Monitoring dealers sales person visit report, leads, monthly quarterly & annual booking activities thorough dealer portal
- Providing dealer booking discounts, annual turnover discounts and motivating them for increase the booking achieve targets
- Motivating dealers to attend seminars/ trade exhibitions to create to tap new walk in customers and brand creation

September 2012-June 2016 : Klaus Union engineering group of companies Sales Engineer – South Region

Klaus union is a German based company manufacturing seal less centrifugal pumps, sister concern company Randack fasteners manufacturers' stainless steel fasteners for wind turbine and automobile industries

Roles and Responsibilities

- Responsible for implementing and developing pump sales strategy in Southern states
- Visiting process industries on regular basis for discussion and presentation of company products
- Preparing vendor registration, technical documents, questionnaire and projects of government organizations

- Working with authorized dealers for their enquiries, technical queries, submitting offers and finalizing order
- Appointment of new dealers in untapped zone to develop business by market reach and creating new business
- Monitoring dealer activities, monthly booking, service issues, supporting dealers to acquire new enquiries
- Attending trade fair/seminars and industrial exhibition along with dealer to create market pull and reach
- Sales of Randack stainless steel & alloy fasteners with leading automobile, wind and turbine manufacturers
- Marketing of fasteners, nuts, bolts and screws, providing end users with samples for approval and finalization
- Developing business of high tensile fasteners from M6 & above dia upto 2 meter in length in steel and alloy grade
- Approaching leading top dealers for requirement of fasteners on regular, supporting them with new enquiries
- Handling sample enquiries, material certificates, test reports and technical documents for customers approval & finalization

Professional Qualification:

B.E Mechanical – Jaya Engineering College, Anna University, Chennai – 68 % - 2011

PGDMMBA - Post graduate Certificate Programme on management in Manufacturing Management and Business Analytics – IIM Trichy 2021 -2022

HSC - State board - R.S.K Higher Secondary School, Trichy – 90 % - 2007

SSLC -CBSE - R.S.K Higher Secondary School, Trichy - 72% - 2005



Fathers name P.Jeyasankar

Nativity Thoothukoodi, Tamil Nadu

Date of birth 10/08/1989

Age 33

Language skills Tamil, Hindi, English (Speak, read and write)

Computer skills MS office (word, Excel and PowerPoint), Visual Udyog ERP, SAP S4 HANA, Salesforce Lightning

Jobs interested Sales, Supply chain or any job as may be considered by my employer.

Expected salary as applicable

I hereby declare that the above stated information is true to the best of my knowledge and belief. I assure you that I will discharge my duties sincerely and loyally. I assure you that I will endeavor my best for the betterment of the company and also strive hard to fulfil the satisfaction of my superiors.

Date: 22-09-2022

Place: CHENNAI.

J.Sakthi Ganesh

For Reference:

Mr Mahesh Sharma

Sterling Fabory India Pvt Ltd

Mobile: 9911126865

Mahesh.Sharma@sterlingfabory.com

Mr Kowski Paul

Kirloskar Pumps Chennai

Mobile: 9445392149

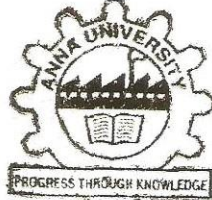
Kowski.Paul@kbl.co.in

Mr Hiren Panchal

Klaus Union Pumps

Mobile: 982466243822

Hiren.panchal@klaus-union.com



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भारतीय प्रबन्धन संस्थान तिरुचिरापल्ली
Indian Institute of Management Tiruchirappalli

Certificate of Completion

This is to certify that

Sakthi Ganesh J

has successfully completed the

Post Graduate Certificate Programme in Manufacturing Management and Analytics

through blended learning held from May 2021 to June 2022

Prof. Sirish Kumar Gouda
Programme Director

Prof. Gajanan M.S.
Programme Director

Chairperson
Executive Education and Consulting

Dr. Pawan Kumar Singh
Director



सत्यमेव जयते
पारल सरकार



आधार

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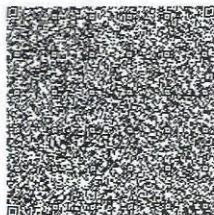
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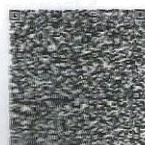
இந்திய அரசாங்கம்

Government of India

ஜெ சக்தி கணேஷ்

J Sakthi Ganesh

பிறந்த நாள் / DOB : 10/08/1989



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